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| 1 2                                     |                             | BEFORE THE  LLINOIS COMMERCE COMMISSION  HAVE OF  |  |  |  |  |  |
| 3 4                                     | In the l                    | Matter of   |  |  |  |  |  |
| 5<br>6<br>7<br>8<br>9<br>10<br>11<br>12 | Applica<br>Author<br>Teleco | Matter of  SS2GO, INC.  Docket No. 02-0299  ation for Certificate of Interexchange ity to Operate as a Reseller of mmunications Services throughout ate of Illinois  Docket No. 02-0299 |  |  |  |  |  |
| 14<br>15                                |                             | PREFILED TESTIMONY OF JAMISON J. SHEFTS   |  |  |  |  |  |
| 16                                      | Q.                          | PLEASE STATE YOUR NAME AND BUSINESS ADDRESS.  |  |  |  |  |  |
| 17                                      | A.                          | My name is Jamison J. Shefts. My business address is Access2Go, Inc, 4609 N. Prospect Road,   |  |  |  |  |  |
| 18                                      |                             | Peoria Heights, IL 61616.   |  |  |  |  |  |
| 19                                      | Q.                          | BY WHOM ARE YOU EMPLOYED AND IN WHAT CAPACITY?  |  |  |  |  |  |
| 20                                      | A.                          | I am employed as Executive Vice President of Access2Go, Inc.  |  |  |  |  |  |
| 21                                      | Q.                          | PLEASE GIVE A BRIEF DESCRIPTION OF YOUR JOB RESPONSIBILITIES AND  |  |  |  |  |  |
| 22                                      |                             | YOUR BACKGROUND AND EXPERIENCE.   |  |  |  |  |  |
| 23                                      | <b>A.</b>                   | I have approximately 13 years of operational and sales experience in the telecommunications   |  |  |  |  |  |
| 24                                      |                             | industry. I spent 8 years with Ameritech working both in operations and sales. I left Ameritech in  |  |  |  |  |  |
| 25                                      |                             | 1997 to consult in the industry and then in 1999 I set up my own Ameritech and SBC  |  |  |  |  |  |
| 26                                      |                             | distributorships which are still in operation today. In 2000 I established Access2Go to serve as a  |  |  |  |  |  |
| 27                                      |                             | distributorship for long distance carriers. As Executive Vice President, I am involved in directing   |  |  |  |  |  |
| 28                                      |                             | our marketing efforts and maintaining all general business operations. I have an MBA from   |  |  |  |  |  |
| 29                                      |                             | Loyola University, Chicago and a BS in Marketing from Illinois Wesleyan University. Exhibit C   |  |  |  |  |  |
| 30                                      |                             | of our Application contains my personal biography.  |  |  |  |  |  |
| 31                                      | Q.                          | WHAT IS THE PURPOSE OF YOUR TESTIMONY?  |  |  |  |  |  |
| 32                                      | A.                          | The purpose of my testimony is to provide evidence regarding the financial, technical and   |  |  |  |  |  |
| 33                                      |                             | managerial abilities of Access2Go, Inc. to provide high quality, competitively priced   |  |  |  |  |  |
| 34                                      |                             | telecommunications services in Illinois and to describe the services Access2Go, Inc. proposes to  |  |  |  |  |  |
| 35                                      |                             | offer.  |  |  |  |  |  |

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- A. Access2Go, Inc. is a privately held Illinois corporation which was registered with the Illinois

  Secretary of State's office on January 21, 2000. A copy of the company's Articles of
- 4 Incorporation are provided in Exhibit B of our Application.
- 5 Q. DESCRIBE ACCESS2GO, INC.'S SERVICES AND HOW THE COMPANY INTENDS TO
  6 PROVIDE THEM.
- Access2Go, Inc. proposes to provide dedicated and switched access services and Private Line services from points of origin within the State of Illinois to points of destination within the State of Illinois. Access2Go, Inc. targets its marketing efforts towards business customers. Access2Go,
- 10 Inc. services are provided twenty-four hours a day, seven days a week.
- Access2Go, Inc. is a switchless reseller and does not own or operate any transmission facilities or switching equipment. Access2Go, Inc. currently utilizes AT&T and Qwest as its primary underlying carriers. The carrier performs all long distance switching and transmission functions on
- behalf of Access2Go, Inc. Customer lines are "PIC'd" to the specific carrier's network.
- Access2Go, Inc.'s underlying carrier also provides the company with call detail records for use in
- rating and billing monthly service usage. Customers receive billing for Access2Go, Inc. services
- directly from the company. Access2Go, Inc.'s underlying carrier provides a daily transfer of a
- data file containing customer call detail. This information is used to rate each call and create each
- month's billing detail. Long distance usage is billed in arrears.
- Q. PLEASE PROVIDE THE STATES WHERE ACCESS2GO, INC. HAS RECEIVED
- 21 CERTIFICATION AND THOSE STATES IN WHICH APPLICATIONS FOR
- 22 CERTIFICATION ARE PENDING.
- 23 A. Access2Go, Inc. has not applied for certification in any other state. We are in the start up phase of
- 24 the provision of telecommunication services as a certificated carrier. We have previously operated
- as a distributor for other certificated carriers.
- Q. HAS ACCESS2GO, INC. EVER BEEN DENIED CERTIFICATION BY ANY STATE OR
- 27 EVER HAD ITS CERTIFICATION REVOKED?
- 28 A. No.

### Q. HOW ARE CUSTOMER QUESTIONS AND INQUIRES HANDLED?

- A. Personnel will be available twenty-four hours a day, seven days a week to respond to service and billing problems. Customers will be able to reach our Customer Service Department through the use of a toll-free number. That number is 800-990-9093.
- Q. DESCRIBE ACCESS2GO, INC.'S FINANCIAL ABILITY TO PROVIDE RESALE

  TELECOMMUNICATIONS SERVICES ON AN INTERECHANGE BASIS.
- 7 A. Access2Go, Inc. has ample financial resources to operate as a telecommunications reseller. In 8 support of its financial ability to provide service, Access2Go, Inc. offers its December 2001 9 Corporate Tax Return and Balance Sheet and Income Statement as well as financial 10 documentation for an affiliated entity as Exhibit E to Access2Go, Inc.'s original Application. 11 With respect to Illinois, minimal capital investment is required from Access2Go, Inc., for entering 12 the Illinois market. Costs are limited to cost of certification and initial marketing. Additional 13 costs incurred by Access2Go, Inc. for Illinois customers will be incremental per-call costs 14 assessed by its underlying carriers for switching and transporting calls. These costs will be directly recovered in the rates charged to Access2Go, Inc.'s customers. 15

## 16 Q. HOW DOES ACCESS2GO, INC. INTEND TO MARKET ITS SERVICES IN ILLINOIS?

- A. Access2Go, Inc. intends to initially market its services throughout the State of Illinois via our direct sales force which consists of 11 salespeople located throughout the state. Our primary market is in "out-state" territories ( as defined as cities outside of Chicago ) such as Rockford, Peoria, Springfield, Decatur, Alton, Champaign etc. where there is a need for competitively priced carrier options.
  - Q. ARE YOU FAMILIAR WITH THE TERM SLAMMING, AND IF SO, WHAT WILL YOUR COMPANY DO TO PREVENT SLAMMING?
- A. Yes, I am familiar with the term and the meaning of slamming. Our company will take all necessary measures in order to prevent slamming, including attempting to get a signed letter of agency from all pre-subscribed customers prior to commencing service, and all marketing will be done in accordance with all applicable state and federal regulations.

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## O. BRIEFLY DESCRIBE ACCESS2GO, INC.'S TARIFF.

A. Access2Go, Inc.'s tariff contains the rules, regulations and rates for services offered by the company which fall within the Commission's jurisdiction, specifically intrastate usage and per call charges. Usage rates apply to all completed calls. Access2Go, Inc. offers direct dial, 800 and private line services. Access2Go, Inc.'s proposed tariff fully describes each of the products offered by the company and clearly states the rates associated with each product.

# Q. HOW WILL THE PEOPLE OF ILLINOIS BENEFIT FROM ACCESS2GO, INC.'S SERVICES AND PRESENCE IN ILLINOIS?

A. Certification of Access2Go, Inc. will enhance telecommunications competition in out-state Illinois. Competition encourages technological innovation and efficient use of resources. Increased competition has proven to benefit consumers by providing a wide variety of services and processes from which consumers can choose. Certification of Access2Go, Inc. will provide Illinois consumers with a wider choice of services and providers from which to select their long distance service and service provider.

#### Q. DOES THIS CONCLUDE YOUR TESTIMONY?

A. Yes.

STATE OF ILLINOIS **COUNTY OF PEORIA AFFIDAVIT** I, Jamison J. Shefts, first being duly sworn upon oath depose and say that I am the Executive Vice President of Access2Go, Inc., the Applicant, and that I have read the above and foregoing prefiled testimony by me subscribed and know the contents thereof, which testimony was filed in support of Access2Go, Inc.'s Application for a Certificate of Interexchange Authority to Operate as a Reseller of Telecommunications Services throughout the State of Illinois; that said contents are true in substance and in fact, except as to matters stated upon information and belief, and as to those, I believe the same to be true. Jamison J. Shefts Executive Vice President Sworn to and subscribed before me this Lay of May, 2002. Notary Public ★ OFFICIAL SEAL ELLEN M. SCHULTZ My Commission Expires: TARY PUBLIC - STATE OF ILLINOIS COMMISSION EXPIRES 11-30-2003 11-30-2003